

Product Group 1, Questions and Responses

1. There may be tens of thousands of individual products in the full range of servers, storage systems, network devices and services that could support the FAA's information technology (IT) enterprise architecture. Many of these products may not be on any GSA Schedule 70 at the time of award or during the potential five year period of performance. Will the FAA accept a proposal that includes technically compliant products and services that are *not* on a GSA Schedule 70 at the time of award?

FAA Response: All Offerors must have a current GSA Schedule 70 contract. The FAA removes the requirement for providing the "GSA Minimum Discount" in the pricing table. Technically compliant products offered that are not available on GSA Schedule 70 must be verifiable through an alternative GWAC contract.

2. Post award, will the FAA permit the Contractor to include products and services on the resultant SAVES contract if those same products and services are not on a GSA Schedule 70 contract?

FAA Response : Reference response to Question 1 above.

3. Section B.4 Pricing includes the requirement that "All products must be priced lower than the same products offered by the Contractor and its subcontractor/teaming partners on their GSA Schedule contracts and any other Government-wide Acquisition Contracts (GWACs)." This implies that all products must be offered on a GSA Schedule contract in order to be eligible for sale under the SAVES contract. If the intent is to establish a pricing reference for the contract, would the FAA consider modifying the requirement to state: "All products must be priced lower than the same products offered by the Contractor and its subcontractor/teaming partners on their GSA Schedule contracts or any other Government-wide Acquisition Contracts (GWACs)." This revision of language would remove the implied obligation that all products are offered on a GSA Schedule contract.

FAA Response: Section B.4 has been amended.

4. F.3, Since the carriers have insurance during transit, please change the second sentence to the paragraph below. This clause has been accepted by GSA. The manufacturer bears the risk of loss or damage for each Machine up to the time it is delivered to the manufacturer's designated carrier for shipment to you or your designated location. Thereafter, the Government assumes the risk. Each Machine will be covered by insurance, arranged and paid for by the manufacturer for you, covering the period until it is delivered to you or your designated location. For any loss or damage, you must 1) report the loss or damage in writing to the manufacturer within 10 business days of delivery and 2) follow the applicable claim procedures.

FAA Response: See Section F.2. Shipping is Free On Board (FOB) Destination on this contract.

5. In place of Item 124 through 129 IBM Low & Mid-Range Power Servers could you please change to IBM Low Range Power Server and IBM Mid-Range Power Servers? In place of Item 136 through 141 could you please add the following:

- IBM Entry System X Servers
- IBM Mid-Range System X Servers
- IBM High-End System X Servers

In place of Item 160 through 165, please add IBM Entry Tape Systems and IBM Mid Range Tape Systems. Also please add IBM DS Enterprise Storage, IBM Blade Chassis, and IBM SAN Volume Controller.

FAA Response: Offerors must propose discounts for the IBM line items as shown in the pricing table. Any recommended variations should be listed at the bottom of the table in the green shaded area.

6. Question: OEM Equipment Maintenance is typically provided as a Firm Fixed Price for the individual piece of equipment. Will Equipment Maintenance CLINs be requested as Firm Fixed Price options on individual Task Orders under this contract?

FAA Response: Equipment maintenance must be proposed as discounts from MSRP. Any exceptions to this pricing methodology (e.g., Oracle Sun) may require negotiation after contract award.

7. The RFP states in part "...Interested vendors must be a GSA Schedule 70 contract holder." As such, does the FAA require all proposed products and services bid to be on vendor's GSA schedule 70 contract by the proposal due date?

FAA Response: Reference response to Question 1 above.

8. Reference B.4 - Pricing, wherein it states "The resulting prices for products and services purchased under this contract must be provided as discounts from the MSRP." Will the Government accept offers that propose discounts off of the offeror's published commercial price list?

FAA Response: Discounts must be provided as discounts from MSRP.

9. Section B.4.4 Other Costs

This section states that credit card transaction fees are to be included in the contract price, however, credit card transaction fees will only apply to transactions for which credit cards are the instrument of choice. Non credit card transactions will not incur the fee. Will the government please remove the requirement to include credit card fees in the contract pricing?

FAA Response: Credit card transaction fees are to be included in the contract pricing.

10. Section B.4.6 Leases

Does the language of this section imply that only offerors with the 132-3 special item may bid on this effort?

FAA Response: Lack of a GSA SIN 132-3 does not exclude any Offerors from this competition.

11. Section C.5.1.1 Servers, Storage Systems, Network Devices

The fourth paragraph of this section states that “Any items that are currently provided under existing DOT/FAA contracts and enterprise agreements may be excluded from this contract”. Does this language imply that offerors may elect to exclude these items, or does this language reserve to the government the right to exclude and/or simply not purchase these items?

FAA Response: The Government reserves the right to exclude any items currently provided on existing DOT/FAA contracts and enterprise agreements. The contractor will not be permitted to sell these items unless authorized by the Government.

12. C.5.1 Contract Line Items, page C-4, B5 Pricing Schedule, page B-4, Section J Attachment IX

Section C.5.1 refers to CLINs and pricing provided in Section B. Section B does not contain a CLIN list but Section B.5 Pricing Schedule refers to Section J, Attachment IX. Please confirm that offerors are not to develop specific CLINs for specific products for initial submission and that in lieu of actual CLINs offerors are to complete the discount table contained in Section J Attachment IX.

FAA Response: Items listed in Section J, Attachment IX will be assigned a numbering scheme and become the CLINs for Section B after contract award.

13. Section C.5.1.4 Asset Tagging and Reporting

This section requires the contractor to apply bar code labels, RFID tags, and other Government-approved identification mechanisms. This offeror clearly understands the level of effort and cost basis associated with bar codes and RFID tags; however, there is no clear indication of the scope or magnitude of “other Government-approved identification mechanisms”. Will the government please provide greater insight into the constitution of “other Government-approved identification mechanisms”?

FAA Response: Current identification mechanisms used by the Government are bar code labels and RFID tags. Any other mechanisms resulting from new

technology are not known at this time. Pricing may require negotiation for any new technology.

14. Section C.5.5 Warranties, Licenses, and Maintenance Agreements

What is the FAA's understanding of circumstances wherein local Government computer technicians may repair items purchased under this contract, without voiding or otherwise compromising a warranty, license or maintenance agreement?

FAA Response: Government technicians will repair equipment only under authorization from the manufacturer. For example, if a manufacturer ships a new hard drive to replace a failed one, the manufacturer may authorize the government technician to install the new drive or the manufacturer may send their own repair technician.

15. Do all the products need to be supplied under GSA?

FAA Response: See answer to Question 1 above.

16. There is a conflict between B.4.2 and F.2, F.3... We need clarification as B.4.2 states "pre-pay and add" while F.3 states "FOB destination". Please clarify the shipping requirements?

FAA Response: Section F.3 has been amended. Shipping costs are to be pre-paid by the Contractor and itemized separately on quotes and invoices. All shipping and freight charges for delivery shall NOT be included in the negotiated prices of the contract.

17. Do we have to have all items on GSA, can items not on GSA be left blank?

FAA Response: See answer to Question 1 above.

18. In section C.5.5 Warranties, Licenses and Maintenance Agreements, for the bullet points listed below, we find this level of service to be outside of the GSA contract requirements. Is this something that you would like us to price out separately?

- a. Provide all labor, parts and travel necessary to keep the products in good operating condition and preserve its operating efficiency in accordance with its technical specifications.
- b. Pay any software and firmware maintenance costs

FAA Response: This is not a GSA contract. The Offeror is not required to price these items out separately.

19. It appears that for the other certification levels you put the highest certification levels under the 5 category (in the left most column). We would like to get clarification

being that LOS certified contract holders are at a higher certification level than the Dell Federal. It appears that these 2 have been reversed.

FAA Response: The Government will reverse the order for the Dell Federal and Dell LOS when reviewing each Offeror's response.

20. Please confirm that this reference should be C.5.2, Standards Compliance and Configuration Management.

FAA Response: Confirmed.

21. There is a website(s) that identifies FAA locations worldwide. Is there one for other DOT agencies' worldwide locations?

FAA Response: Reference revised Section F.

22. Based on this instruction, it appears that the FAA is requiring that "All products from a manufacturer/supplier within scope of the contract" are required to be on GSA (i.e., the "Minimum GSA Discount" column is highlighted in yellow). This brings up two concerns:

- a. Not "all products from a manufacturer/supplier within scope of the contract" are on GSA. Therefore, the GSA discount would apply to products from manufacturers that are on GSA and not all of the products from the manufacturer that are within scope.
- b. Many of the identified OEMs are on only a few GSA schedules, thereby significantly limiting competition. Examples are: Bluecat, is on only one GSA schedule, Bridgewave is on only two, BlueCoat is only on their own schedule, DoubleTake is on only one, F5 is on two, ForeScout is on one, and so on. Even Cisco and Juniper are only on one GSA schedule. It is unlikely that any one offeror will have all the manufacturers in the FAA's list on their GSA schedule; and therefore, no offeror will be able to provide a GSA discount for every item.
- c. This offeror recommends that the FAA remove the requirement of providing a GSA discount, delete the "GSA Minimum Discount" column from the price sheet and instead require price reasonableness information (i.e., GSA discount, GWAC contract discount, etc.) to be provided by the awarded contractor with each task-order or delivery order during the performance of the contract.

FAA Response: Reference response to Question 1 above.

23. HP has a single discount category for hardware products. However, HP's discounting practices vary between product families, and sometimes within product families (i.e., a storage chassis and the drive for the storage chassis may have different discounts). Even within the manufacturers that have multiple discount categories there are instances where within the defined categories the manufacturer has multiple discount

structures. This offeror recommends that the FAA unlock the price submission spreadsheet and allow offerors to develop and propose their own discount categories per manufacturer.

FAA Response: Offerors must provide a discount for each line item in the pricing table. Suggested alternate categories or variations to the provided line items may be provided in the green shaded area at the bottom of the worksheet.

24. It is our understanding from section H that asset tagging for items in Product Group 1 is not required. Please confirm.

FAA Response: Asset tagging has not been identified for any Product Group 1 items at this time. The FAA may elect to require asset tagging at a future date.

25. In instances where an item is not on any GSA Schedule, would you prefer that we to substitute another GWAC discount rate (e.g. SEWP) or leave the cell blank?

FAA Response: Reference response to Question 1 above.

26. Regarding the professional and technical support tab of the pricing spreadsheet (Section J-IX). We have finer precision of the various labor categories levels than "senior, journeyman, junior." Is it acceptable to describe the services and labor categories in greater detail than currently described in the Section J-IX template?

FAA Response: Offerors are encouraged to provide as much detail as possible for the labor categories considered necessary for this contract in the green shaded areas. Other lines below the green shaded areas may also be used.

27. Section J, Attachment IX, Manufacturer tab, lines for Dell, Dell Software, and Dell SW Maintenance respectively. Does this refer to specifically Dell branded software, or any software that Dell offers?

FAA Response: The software is OEM branded software needed to support the configuration, management, control, or monitoring of the OEM hardware provided on the contract.

28. Section J, Attachment IX, Manufacturer tab, lines 109, 110, 111 list HP, HP Software, and HP SW Maintenance respectively. It is understood that this product is covered under existing contracts with the FAA. Is this for HP software that directly supports HP hardware products, or any software that HP offers?

FAA Response: The software is OEM branded software needed to support the configuration, management, control, or monitoring of the OEM hardware provided on the contract.

29. Section J, Attachment IX, Manufacturer tab, lines 109, 110, 111 list Symantec, Symantec Software, and Symantec SW Maintenance respectively. It is understood that this product is covered under existing contracts with the FAA. Is this for Symantec software that directly supports Symantec hardware products, or any software that Symantec offers?

FAA Response: The FAA intends to restrict purchases of products already covered by other contracts. However, a certain amount of redundancy will exist between the SAVES contracts to facilitate purchases and provide complete Product Solutions (Section C.1.0). For example, a subset of Red Hat and Symantec products is required to be purchased with server hardware. In other words, some software is needed for the successful operation, configuration, monitoring and control of the server. All other Red Hat and Symantec software must be purchased through the existing SAVES software contract.

30. Section J, Attachment IX, Manufacturer tab, lines 109, 110, 111 list IBM, IBM Software, and IBM SW Maintenance respectively. It is understood that this product is covered under existing contracts with the FAA. Is this for IBM software that directly supports IBM hardware products, or any software that IBM offers?

FAA Response: The software is OEM branded software needed to support the configuration, management, control, or monitoring of the OEM hardware provided on the contract.

31. Section J, Attachment IX, Manufacturer tab, lines 109, 110, 111 list VMWare, VMWare Software, and VMWare SW Maintenance respectively. It is understood that this product is covered under existing contracts with the FAA. Is this for VMWare software that directly supports VMWare hardware products, or any software that VMWare offers?

FAA Response: There is currently no SAVES contract or enterprise agreement for VMware in the FAA. The VMware software on this contract will support the configuration, management, control or monitoring of hardware on the contract.

32. a.) **Section L.2.3** The NAICS Code for this solicitation has been identified as 423430, yet there is no small business set aside of any kind within the solicitation. b.) How does the FAA plan to accomplish its Small Business Administration goals for this solicitation? c.) Would the FAA consider adding a requirement where the prime contractor has to be a small business as defined by this NAICS Code?

- a. **FAA Response: In accordance with Section L.2.3 The NAICS code provided was used as guidance only. This SIR is open to all businesses, and will be awarded to the responsible and technically acceptable Offeror whose proposal provides the greatest value to the FAA regardless of size.**

- b. In accordance with Section M award will be made to the offeror whose proposal provides the greatest value to the government, based on the evaluation of the Offeror's Business and Technical Management Proposal, Price Proposal, and Small Business Subcontracting plan. All Large Businesses are required to propose a Small Business Sub-Contracting plan. This SIR also includes a provision to permit teaming arrangements as an option to small businesses who wish to team in an effort to compete for award. The FAA will monitor the success of In accordance with Section F.6 all contractors except for Small Businesses are required to Small Business Subcontracting Reports semi-annually.**
 - c. See FAA response (a.) above**
- 33. The Posting (brief abstract) states "As part of the evaluation process for this competitive procurement, Offerors must be GSA Schedule 70 contract holders". Does the FAA intend to award a Blanket Purchase Agreement pursuant to and under the terms and conditions of the GSA MAS IT Schedule 70?

FAA Response: The FAA contemplates award of an Indefinite-Delivery/Indefinite-Quantity fixed price contract, pursuant to and under the terms and conditions outlined in the subject SIR only.
- 34. Does the FAA require that all of the Offeror's subcontractors and suppliers be GSA Schedule 70 contract holders?

FAA Response: No, only the Prime contractor is required to be a GSA Schedule 70 contract holder
- 35. Does the FAA require that the Offeror's GSA Schedule 70 contract include every product and service specified in the Request for Offer?

FAA Response: No, the FAA will evaluate the ability of each Offeror and likelihood of its proposed approach to satisfy its requirements outlined in the subject SIR only. See Sections C, and J Attachment IX. The FAA does not require that every product of service proposed by the Offeror be offered on a GSA Schedule 70 contract held by one of the Offeror's subcontractors or suppliers.
- 36. How many awards does the FAA anticipate per Group under the SAVEs umbrella program?

FAA Response: Please refer to Section M.1.2 Number of Contracts to be Awarded.
- 37. Will the resulting contract be awarded under the offeror's GSA Schedule Contract?

FAA Response: No, The FAA contemplates award of an FAA Indefinite-Delivery/Indefinite-Quantity fixed price contract,

38. Reference Part IV – Section K. Paragraph K.12 applies the Buy American Act(BAA). Since the BAA currently exempts IT products, please confirm this offeror’s assumption that K12 does NOT apply to this procurement.

FAA Response: No reference to Part IV – Section K, paragraph K.12 regarding Buy American Act provided for this SIR. However, the BAA application is not applicable to this SIR.

39. Reference Part IV – Section K. Paragraph K.13 (a) applies the Buy American Act(BAA). Since the BAA currently exempts IT products, please confirm this offeror’s assumption that K13 (a) does NOT apply to this procurement. Assuming K13 (a) applies, please confirm that the preference of K13 (b) which is no longer required is also not applicable.

FAA Response: No reference to Part IV – Section K, paragraph K.13 regarding Buy American Act provided for this SIR. However, the BAA application is not applicable to this SIR.

40. L.10.1.1 Proposal Introduction, 3rd and 4th bullets after 1st paragraph Other statements required by the SIR / Request for Proposal (RFP), Acronym list and compliance matrix (with no evaluated material).
Both of these sections were included in Section L10.1.1 but not in the table in Section L 10.3.

FAA Response: bullet #3 Other statements required by the SIR / Request for Proposal (RFP) is synonymous with Section L.10.3’s “Other Required Documents”. Section L.10.1.1 has been revised to remove reference “Other statements required by the SIR / Request for Proposal (RFP)” to “Other Required Documents by the SIR/Request for Proposal” in an effort to eliminate confusion. Bullet #4 has been removed from Section L.10.1.1, please refer to revised Section L.

- a. Please clarify the extent of the information required for the compliance matrix which must be included with the proposal introduction. Should it include in-depth verbose responses to each requirement of Section C, the Statement of Work, or is simply an acknowledgement of compliance with all stated requirements? If the response is to be verbose, then please clarify how this requirement does not contradict the proposal instruction that “No new or additional information shall be in the proposal introduction that does not appear elsewhere in the proposal.”

FAA Response: Bullet #4 compliance matrix document instructions have been removed from Section L.10.1.1. Compliance matrices are not necessary or required. Please refer to revised Section L.

- b. Please clarify what is meant by the third bullet “Other Statements required by the SIR / Request for Proposal. What “Other Statements” must be addressed?

FAA Response: See FAA response to question a.). See also Section L.10.3 Proposal Volume Requirements, Volume I “Other Required Documents”.

- c. How many copies (electronic, original and hard copies) should the offeror provide for each of these sections?

FAA Response: FAA Response: See FAA response to question a.). See also Section L.10.3 Proposal Volume Requirements, Volume I “Other Required Documents” columns titled “Electronic Copies”, and “Paper Copies”.

41. L.10.1.1., page L-10, Sub-Factor 2 Teaming Strategy

This section includes the sentence “At a minimum, the website should describe the following:”. Should this sentence read “At a minimum the Offeror should describe the following:”

FAA Response: The sentence has been revised in an effort to eliminate confusion. See revised Section L.

42. L.10.1.1, page L9 and L.10.3 Proposal Volume Requirements

L.10.1.1 calls for a compliance matrix to be included in the introduction. In L.10.3, a compliance matrix is not shown in the Executive Summary. Are the Introduction” and the Executive Summary the same proposal volume? Is a compliance matrix required?

FAA Response: See FAA response to question 40 a.). The term “Executive Summary” has been removed from Section L 10.3 Proposal Volume Requirements, and replace with the term “Proposal Introduction” in an effort to eliminate confusion. Please refer to revised Section L.

43. Section L.10.1.2 MANAGEMENT APPROACH

Sub-Factor 2 references a website, however, the word “website” seems to be out of context with respect to the remaining discussion surrounding the Sub-Factor. Will the government please clarify the context of the word “website” as it relates to this section?

FAA Response: The word “website” has been removed and replaced with “the Offeror’s response” Please refer to revised Section L.

44. Section L.10.1.4 RELEVANT EXPERIENCE / PAST PERFORMANCE

This offeror anticipates submitting proposals in response to Group 1, Group 2, and Group 3. Although the questionnaires found at Attachment J-X, are uniquely identified by solicitation number, is it necessary for offerors submitting multiple responses, for which the Attachment J-X recipients are the same, to have multiple J-X’s returned?

FAA Response: Each SIR response will be evaluated on its own merits. Therefore, Offerors who anticipate submitting proposals in response to the following SIRs: DTFAWA-10-R-00024, DTFAWA-10-R-00025, and DTFAWA-10-R-00026, should submit the required documents for each respective SIR in accordance with Section L, in order to be considered responsive. Proposals not structured in accordance with Section L instructions may be considered incomplete, and may not be evaluated.

45. L.10.3 PROPOSAL VOLUMES REQUIREMENTS, Table – Signed SF30, Number of Copies – Original plus 2 copies and L.10.1.1 Proposal Introduction, 1st Bullet after 1st paragraph - Original plus one signed copy of the SF30, any Amendments, where required.

Should the Offeror provide the Original plus one or two copies of the SF30/Amendments?

FAA Response: Offerors must provide one Original of the SF30/Amendments only, no copies are necessary or required. Please refer to revised Section L.

46. L.10.3 PROPOSAL VOLUMES REQUIREMENTS, Table – Business Declaration Form – Original plus 4 copies

Will the FAA please provide a copy of the Business Declaration Form that needs to be completed for response to Volume I?

FAA Response: Offerors must provide one Original of the Business Declaration form only, no copies are necessary or required. Please refer to revised Section L. The FAA has provided a template of the Business Declaration form, please visit <http://faaco.faa.gov>.

47. L.10.1.3 Technical Approach, SubFactor 2, Web Portal and SubFactor 3, Business Intelligence; and L.10.3 PROPOSAL VOLUMES REQUIREMENTS, Table

Neither of these sections is included in the table in Section L.10.3. Will the government please define how many copies (electronic, original and hard copies) should the offeror provide for each of these sections?

FAA Response: Section L 10.3 has been revised to include the number of copies (electronic, original and hard copies) for Sub-Factors Web Portal, and Business Intelligence.

48. L.10.3 PROPOSAL VOLUMES REQUIREMENTS, Table; and M.3.1.1 Volume I, Business and Technical Management Proposal, Factor 2, Technical Approach, Subfactor 4, Configuration Management

Neither of these sections is included in the table in Section L.10.3. Will the government please define how many copies (electronic, original and hard copies) should the offeror provide for each of these sections?

FAA Response: a.) The Business and Technical Management is Volume I, which is referenced in Section L.10.3 titled "Volume I". b.) Factor 2 – Technical Approach is referenced in Section L.10.3. c.) Sub-Factor 4 Configuration Management is referenced in Section L.10.3 the numbers of copies were provided as well.

49. Section J, Attachment VIII This appears to be a repetitious fragment of materials provided in Section L. Please clarify.

FAA Response: Section J Attachment VII is the Questionnaire, and is valid.

50. Section M.3.1.3 Volume III, Subcontracting Plan In order to be considered for award, an offeror's subcontracting plan must be acceptable. In order to achieve a rating of "acceptable", the offeror's subcontracting goals must be consistent commercial subcontracting goals. Subcontracting goals could be consistent at a low level of sub-contracting or, consistent at a high level of subcontracting. Furthermore, subcontracting could be achieved through large businesses, small businesses, disadvantaged businesses, etc. With no clear subcontracting goals, or targets, this offeror is unclear as to what really constitutes and acceptable level of subcontracting goals. Will the government please provide some quantifiable definition of goals?

FAA Response: Pursuant to FAA Acquisition Management System (AMS) Procurement Guidance T3.6.1 – Small Business Development Program (Revision 24, January 2010) 4: Subcontracting with Small Business, In accordance with FAA AMS T3.6.1 – Subcontracting with Small Business paragraph one (1) Subcontracting provisions are not required for commercial items or when there are no subcontracting possibilities or when the prime contractor is a small business or a small business owned and controlled by a socially and economically disadvantaged individual. However The FAA is committed to supporting the small business community therefore, it has required all Offerors other than Small Businesses to submit their GSA SB/SDB plan.

Since this is a commercial purchase all GSA Small Businesses subcontracting plans submitted will be considered acceptable by the FAA. Concurrence with the procurement strategy has been received from the FAA Small Business Development Office.

51. Can an Offeror submit a proposal as a Prime contractor for one or two SIRs, and be a subcontractor on the third SIR?

FAA Response: Yes

52. Is teaming required for small businesses?

FAA Response: No

53. Our company participated in two FAA SAVES RFI product procurement and pricing exercises that were originally focused towards small business. Why was the supplier target changed from "Small Business" to "Full and Open" given the qualified pool of small business providers?

FAA Response: Market survey results determined there was not reasonable competition amongst small businesses that could meet all of the technical requirements outlined in the statement of work for all three product groups. Based on facts carefully considered, the entire SAVES IT HW procurement (ie., Product Groups 1-3) is not being set aside for small business. The FAA has decided to conduct Non-Set Aside competitions (with respect to business classification) for Product Groups 1 and 2, and conduct a competitive Small Business set aside procurement for Product Group 3.